







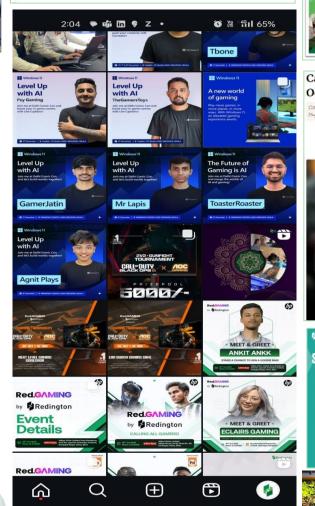


Redington Launches 'Khushiyon Ki Kitaab' Campaign to Celebrate the Joy of Printed Memories



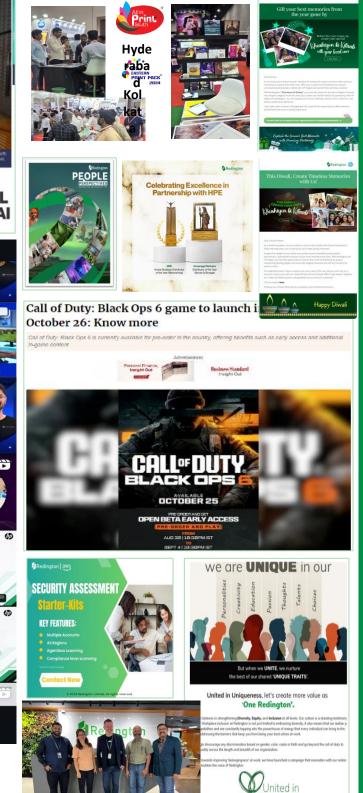


SME CHANNELS ACCELERATOR AWARDS 2024 SPOTLIGHTS CHANNEL BUSINESS TRANSFORMATION THRU AI













## MARKETING

Empowering your Growth Journey

## Redington Marketing at a Glance

Redington has been honored with over **40 awards** this year across multiple fields by industry and OEM partners for its exemplary work.



**VAR India** awarded Redington as Most Trusted Company Award 2023 Most Trusted and Innovative Tech Aggregator



We were awarded the
Global Marketing Excellence '23 award by
World Marketing Congress



We were awarded the Linkedin Top 25 Company 2024



Reliable Partner to Brands

## **70K**

Channel Partners across the country to maximize reach

## 150K

End Customer across industries

100+

Digital Campaigns this year

100K+

Email
Communication to
nurture Channel
Partners

**50K** 

Redington Lead initiative/ Events this year

Forum | Turf | MI 300

300+

Brand Focused
Events to engage
with both channel
and end customer

2000+

Print Media
Coverage with
20+ TV Interviews

80K +

Organic Social
Media Partner with

13k+ Video Views

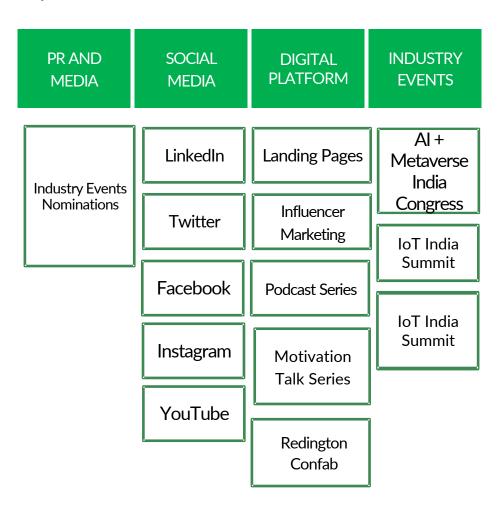
## Our Marketing Approach



#### CREATING VALUE WITH OUR TECHNOLOGY, INNOVATION AND PARTNERSHIP STORY

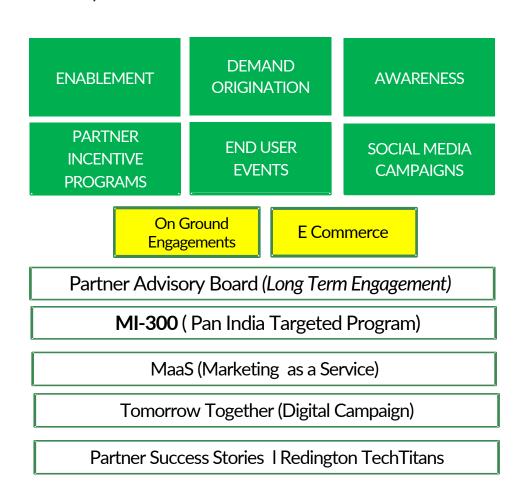
#### **REDINGTON BRAND**

Creates a platform to stand on that's not dependent on brands we distribute



#### **REDINGTON PARTNER**

Become a PARTNER OF CHOICE for both brands as well as channel partners



#### **REDINGTON EMPLOYEES**

Create a more positive, productive, and profitable work environment, MAKE BRAND AMBASSADORS.



**Diversity, Equity & Inclusion** 

**She Is Redington** (Women in Tech)

The Redington Hobby Hub (Recognizing the Hidden talent of Redingtonians)

**Redington Culture Connections** (Connecting within Redington on different cultures through special days/festivals)







Redington **Podcasts** 



**Partner Casual** Discussion **Format** 



MI-300



**Partner Advisory** 

**Board** 



The Partner

**Success Stories** 



Redington

**Partner Digital** 

Campaigns



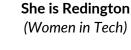
**ISV** Engagement



CONNECTIONS

**Video Series representing Redington Culture** 

Redington CULTURE







**Redington Hobby Hub** 

MEETS

(Redingtonians beyond 9 to 5)



## **Your Marketing Partner**

Co-Marketing | MDF | Strategic Initiatives



#### **Channel Partner Marketing**

Enabling and empowering channel partners with tools, campaigns, and resources to scale their marketing efforts.



#### Digital, Social & KOL Marketing

Full-funnel digital approach—
leveraging social media,
influencers, search,
performance marketing,
content, and analytics to drive
impact and conversions



#### Communication & PR

Building brand credibility through PR, media, and corporate communications.



#### Trade/Retail Marketing

Crafting data-driven retail strategies to maximize brand visibility, optimize coverage, visual merchandizing and drive sales across every touchpoint.



#### Advertising

All Mediums-Outdoor, Digital



### Experiential & Field Marketing

Driving engagement through events, activations, and inmarket field initiatives.



#### **Demand Generation**

Accelerating customer and partner engagement with targeted lead generation, telecalling, digital marketing, and CRM-driven lead nurturing and conversion.



### Web and Content Marketing

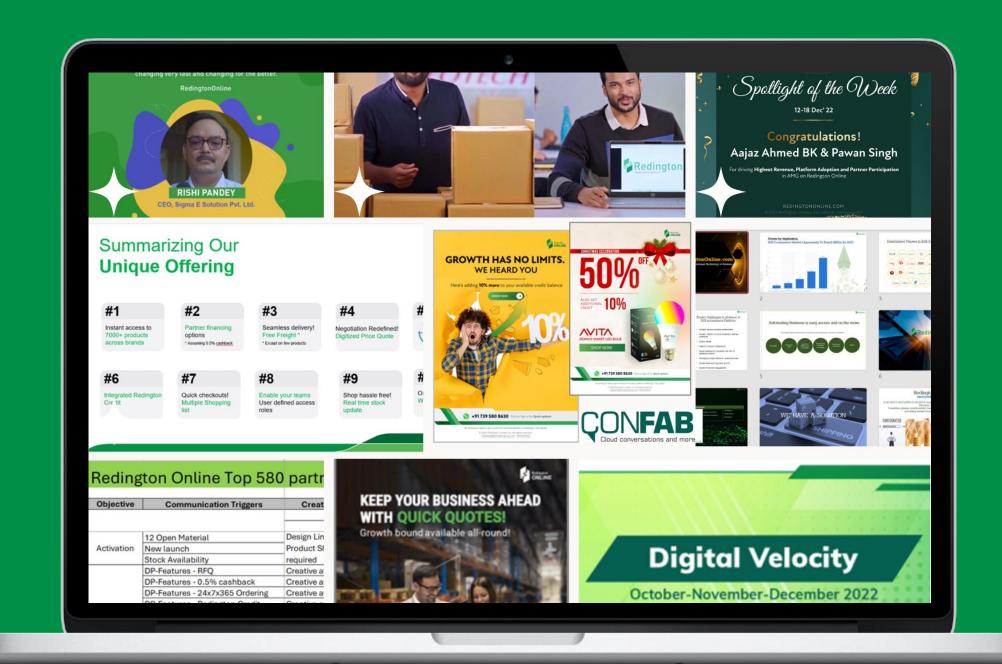
Leveraging compelling content across digital channels to engage audiences, drive conversions, and foster brand loyalty.



### **Redington Online**

Streamlining channel partner product ordering with a seamless online platform for effortless transactions.

# CHANNEL PARTNER MARKETING



## DIGITAL, SOCIAL & KOL MARKETING







Announcements

**Partner Update** 

Al PCs is here!



₹15,000









#### Grow with Redington

## COMMUNICATIO N&PR

Inspiring Learning Through Leadership

Ramesh Natarajan, CEO, Redington Limited was invited as the Chief Guest at Jaipuria Institute of Management's 17th Convocation Ceremony, where he encouraged students to embrace change and emphasized the importance of continuous learning.



	Embrace C	hange and	Never Stop
	Learning -Ramesh Natarajan		
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982

302

Social Media

DATAQUEST

Total media impressions

90.3% Positive + Neutral Tonality

94%

DQ Top 20 RANK 5 - Redington

financial year FY23 show that - at '21,895 Crores overall global revenues for

DATAQUESTEE
Sustainable credit practices In a tech-

We leveraged our 30-year legacy of bridging divides by mitigating technology friction to position Redington as the leading technology distributor in the country.





#### Redington Ltd reports April-June 23 consolidated profit at Rs 255.20 cr

d June 30, 2023 at its 255.20 errore, the company said on Wednesday

Road to DRUPA

Connected with over 400 Printers across the country through 6 roadshows. Also reached out to over 10K printers through EDMs and digital posts on LinkedIn.

#### Touchdown @ DRUPA 2024

Successfully showcased our Digital Printing solutions and were able to build a funnel of around 500Cr. Signed 100Cr LOI during the show with a breakthrough in the New Series 5 HP Indigo 100K Presses.



250 Engagements

60% new leads & **40%** existing prospects

## Leading the Way in Technology Distribution

Redington was featured in the cover story of the latest issue of VARIndia magazine as India's top choice in technology distribution. The story emphasised Redington's success driven by strong partnerships, sustainability initiatives, and a forward-thinking intrapreneurial workforce.



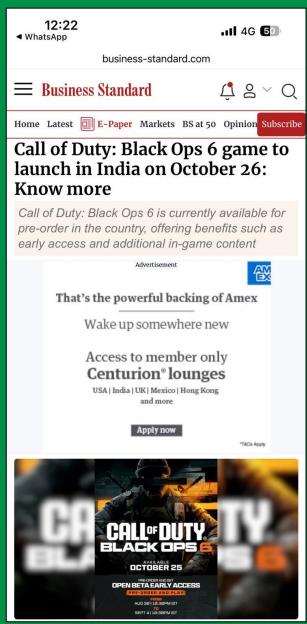




**\*\*\*\*\*** 

# TRADE/RETAIL MARKETING





## ADVERTISING











A heartfelt thank you to all our blood drive participants! Your generosity will make a real difference in lives. Together, we save lives! We are truly grateful for your selfless act.



# EXPERIENTIAL & FIELD MARKETING

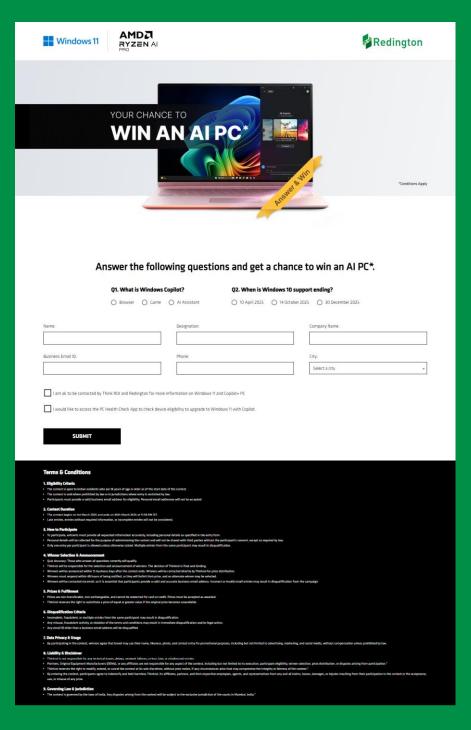


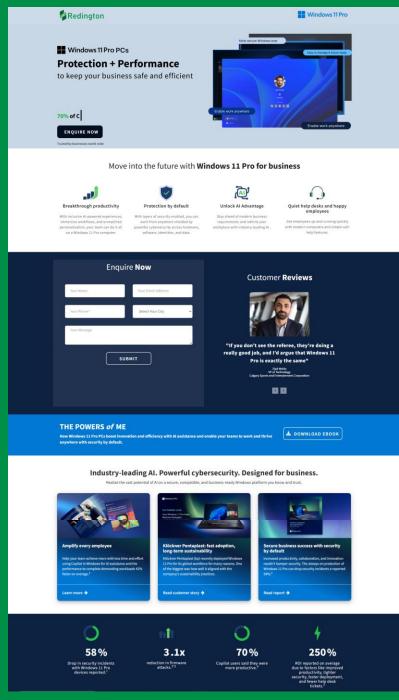






# WEB AND CONTENT MARKETING

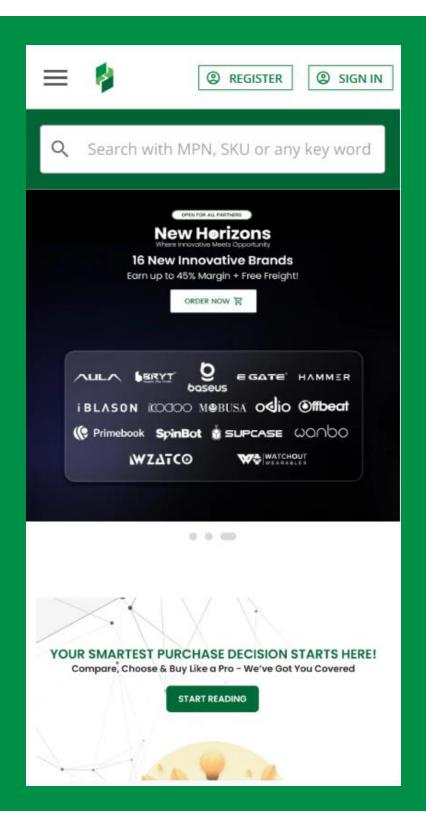


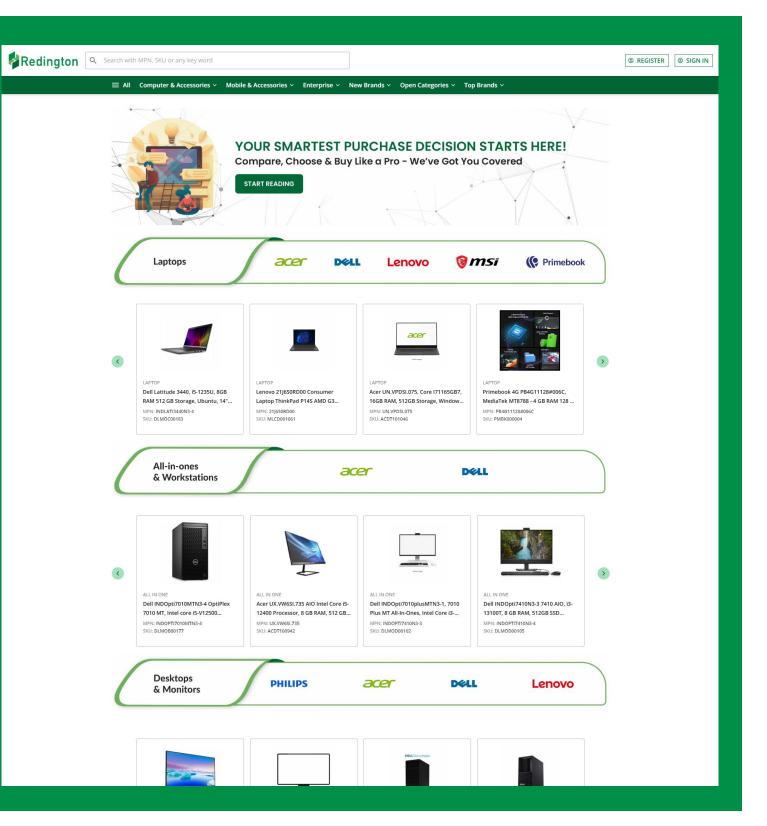






## REDINGTON ONLINE







# CREATING A ROBUST INFRASTRUCTURE TO SCALE

**OPERATIONS** 



## **BETTER**PLANNING



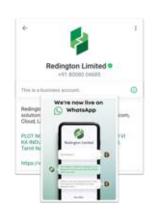
**BETTER**COMMUNICATION



ONE DASHBOARD



**BETTER** SCALABILITY







REAL TIME EVENT ANALYTICS

OGSM PLANNING TEMPLATE

**BUSINESS ALIGNMENT DISCUSSIONS** 

WEEKLY STAFF

**GLOBAL COUNCIL** 

NEWSLETTERS

**INDUSTRY STORIES** 

LATEST TOPICS IN THE NEWS

**GLOBAL NEWSLETTERS** 

MARKETING AUTOMATION



## Partner Marketing OUR APPROACH







Width & Depth Expansion



**Business Units Expansion** 



**Build Redington Differentiation** 



Run Rate Programs







## **E Commerce Marketing**

At Redington, we specialize in integrating sales and marketing on ecommerce platforms like Amazon and Flipkart. With optimized product listings, targeted ads, new ad formats and brand store creation, we drive sales and boost brand presence in your segment.

## Platforms:







## Brands:





## Market View & Insights

Understanding the Market size in terms of **Revenue and Searches** 

Content Hygiene

**Building A+ Content to Enhance Product** Listings

Media Strategy

Action Plan to deliver ROI for BAU and Mega ecommerce event

**Brand Store** 

**Create and Maintain Brand Stores** 

01

02

03

Capabilities

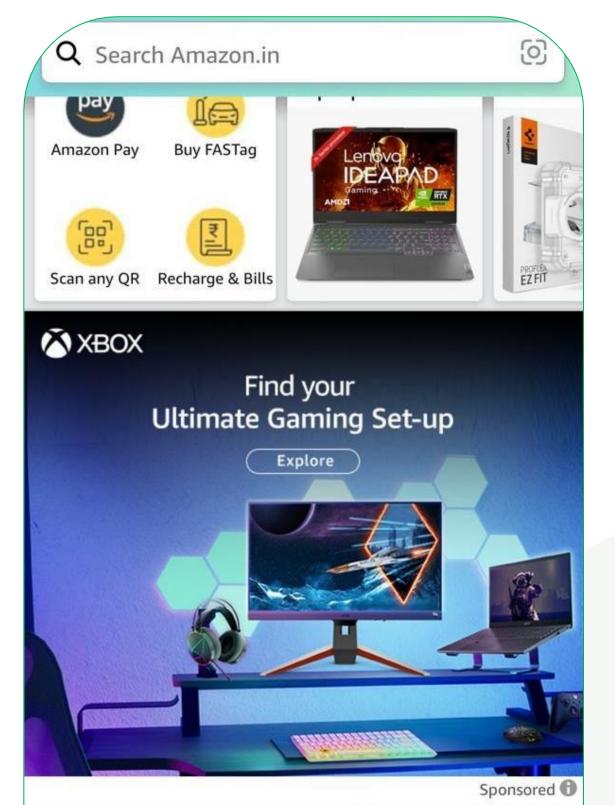
04



## E Commerce Marketing | Ads Campaigns





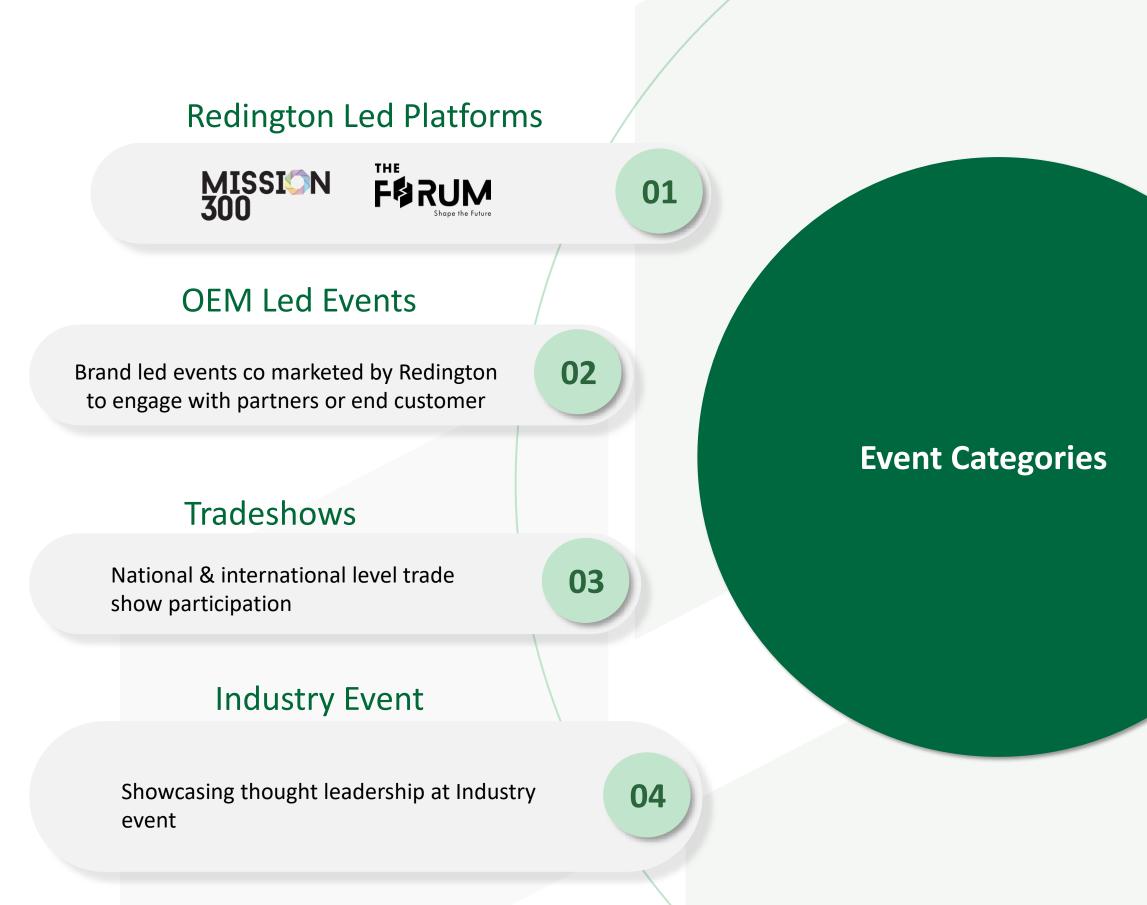




## **Event Marketing**

Last year we did over 300 events of all formats be in offline, online or hybrid.

We Participate in both National & Regional level tradeshows for product promotion. (Approx 10+ exhibitions are executed every year.)



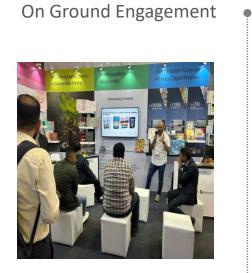
## **Events | Snapshots**

AAHAR EXPO'23 Setup

**Tradeshows** 



PHOTOFAIR '23



The Forum | Redington IP

AAHAR EXPO '23



PHOTO FAIR '23



**Premier Printing Exhibition** of India' 23



Premier Printing Exhibition



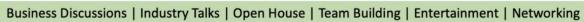
**Events** 



Mission 300 Redington IP











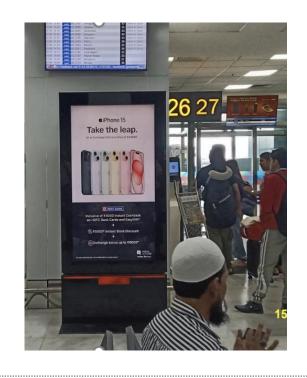


Redington X Whatsapp | Partner Event



## **OUTDOOR ADVERTISING | BRAND APPLE**

Digital Screen New Delhi Airport



Airport OOH T3, New Delhi



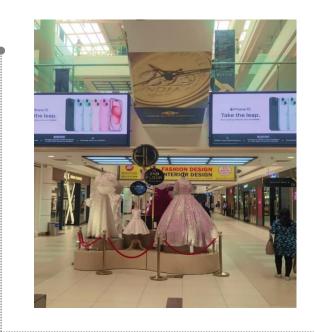
Digital Wall Mumbai Airport



Digital Standee, Thrissur



Mall OOH Ahmedabad



Wallbay Pune



Surface Pro 6
Your laptop
Your way

Sunboard Standee Mumbai



Sunboard ,Storefront Vishkhapatnam



Digital Standee Ernakulum



Mall OOH Kolkatta



Digital Video Wall Mumbai Airport



Mall OOH Pune



## Trade Marketing | Campaigns

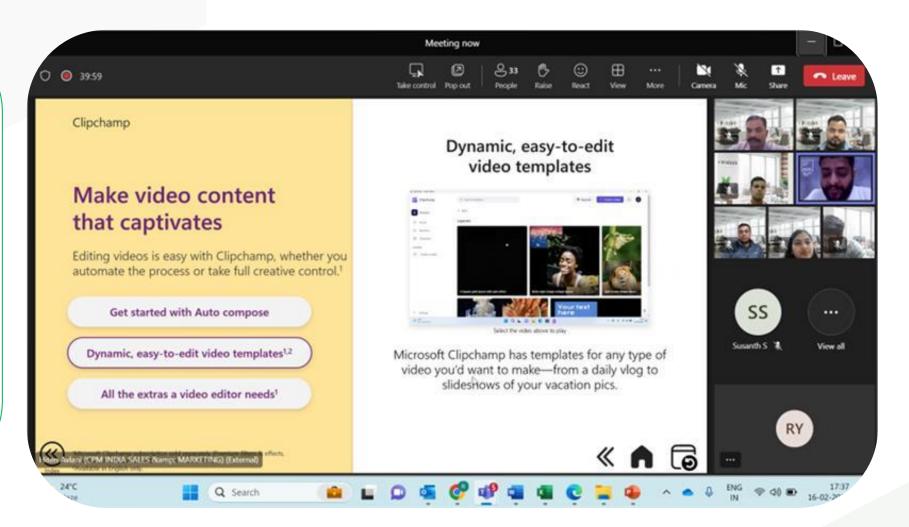
Retail Display and giveaways for placed in India's top 90 gaming retail stores across India.

Brand : XBOX



Bangalore

Hyderabad



Train the Trainer- Online Program for Chroma Trainers (PAN India)

Brand : Microsoft

# Marketing For Gaming Portfolio





#### **ECOMMERCE**

Search And Display Ads On Amazon & Flipkart

We began our journey by leveraging the reach of e-commerce platforms

The **Ultimate Game Setup** Custom Landing Page On Amazon

Impact
6 Lac Total Page Views | Avg 14 k Daily

#### TRADE MARKETING

Visual Merchandising and Gift-with-purchase (GWP)
Campaigns

Covered 100 Gaming Top stores in INDIA campaigns designed to drive in-store conversions and incentivize customers

**Impact** 

Avg Monthly Gamers Footfall 1 Lac

#### WIDER REACH

Social Media And Press Release

We amplified our efforts through a strategic social media campaign and a press release for the COD launch.

#### **Impact**

10 M Reach | 15 + Media Coverages

#### **INFLUENCER POWER**

Gaming influencer campaigns for call of duty launch

We tapped into influencer space by partnering with top 4 gaming influencers to promote the Call of Duty launch

> Impact 125 K Reach | Buy Link Clicks 525

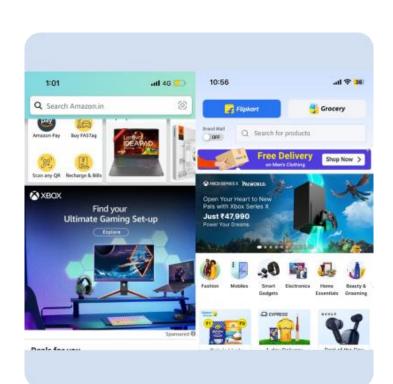
#### **EXPERIENTIAL MARKETING**

Creating Platforms for our OEM Partners to collaborate

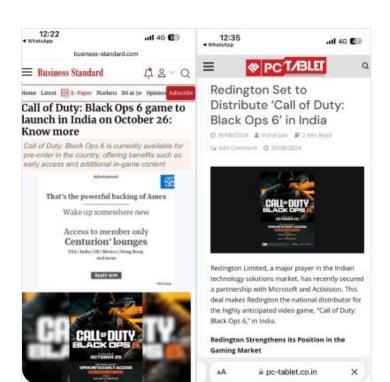
Co-Branded Activation in Hot spot for Serious Gamers

- Gaming Café Activation
- Store Activation
- Campus Programs

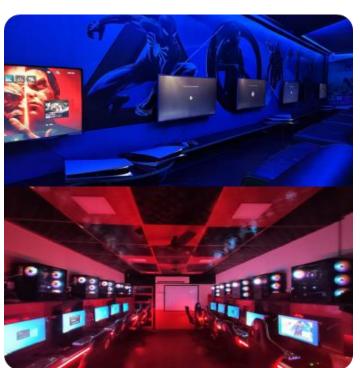
Impact
Direct Reach out to 30 k Gamers











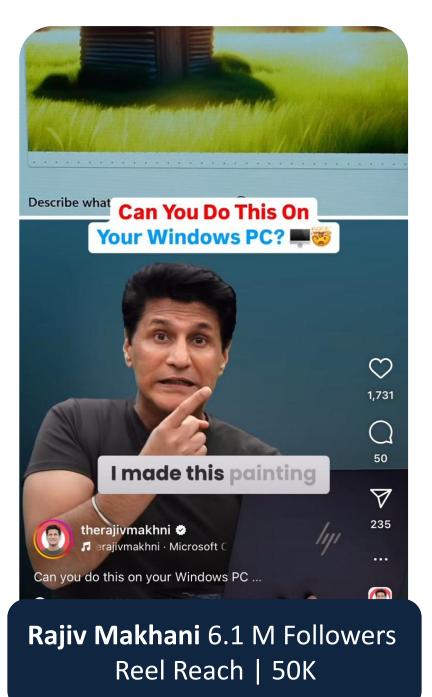




## **BUILDING THE** AI PC CATEGORY







## Red.G/MING

by Redington

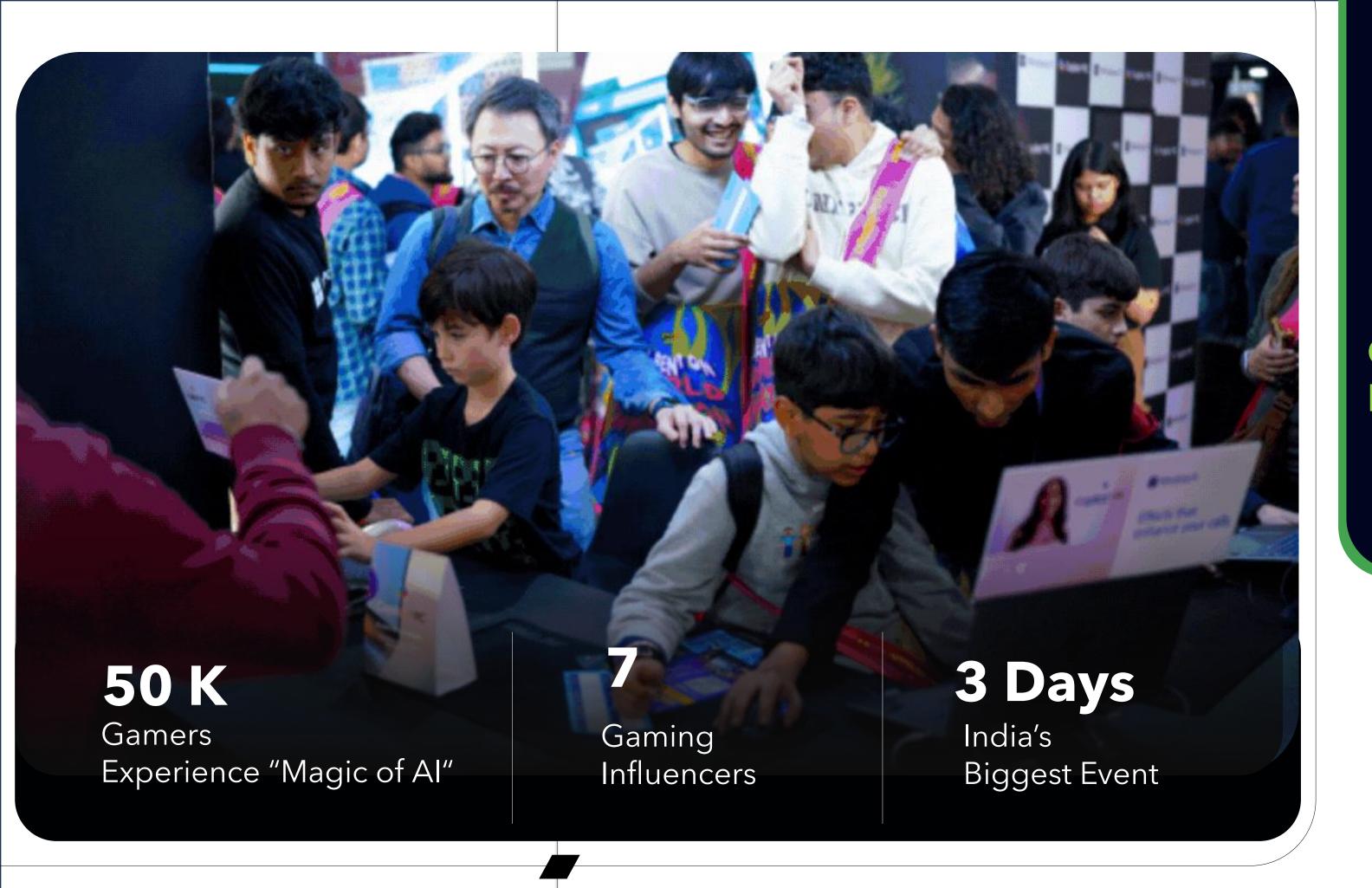
A program to position Redington as India's No. 1 Gaming Hardware Distributor.

15Campaign

15 Influencer

**7**Experiential Marketing





Red.G/MING

by Redington

Comic Con, Delhi





**Gaming Café Activation** 









GO ROGUE IN CALL OF DUTY® BLACK OPS 6 WITH AOC GAMING MONITOR

DESIGNED FOR THE MOST DEMANDING GAMERS

180 +

Registrations

3,000+

Gamers Footfall

50,000+

Social Reach

100

Units booked



Red.G/MING by Redington

**45K** + unique gamer accounts on Insta

**Digital Reach** 

**3** Gaming PC in Closure Stage

Opportunity

**100+** Registration

**75+** Gamer Foot Fall

**50K** + unique gamer accounts on Insta

**Digital Reach** 

1 Gaming PC SOLD

**3** in Closure Stage

Opportunity

**150+** Registration

**90+** Gamer Foot Fall

## Red.G/MING

by Redington

## RLFR Activation

CALLOF DUTY.



## ENGAGING PARTNERS TO TELL THE REDINGTON STORY

## **CONFABS**

























